

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT NOVEMBER 30, 2017

## AREA: West Vancouver

## DETACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>144,501,000</b>	<b>79,492,000</b>	<b>81 %</b>	<b>1,730,534,928</b>	<b>2,954,249,875</b>	<b>41- %</b>
Units Listed	<b>123</b>	<b>87</b>	<b>41 %</b>	<b>1,719</b>	<b>1,851</b>	<b>7- %</b>
Units Sold	<b>37</b>	<b>26</b>	<b>42 %</b>	<b>479</b>	<b>803</b>	<b>40- %</b>
Sale Success Ratio	<b>25 %</b>	<b>19 %</b>		<b>32 %</b>	<b>46 %</b>	
% Sales to Listings	<b>30 %</b>	<b>29 %</b>		<b>27 %</b>	<b>43 %</b>	
Avg Price/Unit	<b>3,905,432</b>	<b>3,057,384</b>	<b>27 %</b>	<b>3,612,807</b>	<b>3,679,016</b>	<b>1- %</b>
Active Listings	<b>511</b>	<b>391</b>	<b>30 %</b>			

## ATTACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>11,038,800</b>	<b>7,715,000</b>	<b>43 %</b>	<b>129,572,700</b>	<b>125,085,000</b>	<b>3 %</b>
Units Listed	<b>9</b>	<b>4</b>	<b>125 %</b>	<b>134</b>	<b>99</b>	<b>35 %</b>
Units Sold	<b>7</b>	<b>4</b>	<b>75 %</b>	<b>66</b>	<b>69</b>	<b>4- %</b>
Sale Success Ratio	<b>53 %</b>	<b>57 %</b>		<b>52 %</b>	<b>75 %</b>	
% Sales to Listings	<b>77 %</b>	<b>100 %</b>		<b>49 %</b>	<b>69 %</b>	
Avg Price/Unit	<b>1,576,971</b>	<b>1,928,750</b>	<b>18- %</b>	<b>1,963,222</b>	<b>1,812,826</b>	<b>8 %</b>
Active Listings	<b>25</b>	<b>16</b>	<b>56 %</b>			

## APARTMENTS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>17,210,900</b>	<b>13,247,800</b>	<b>29 %</b>	<b>255,396,250</b>	<b>244,109,421</b>	<b>4 %</b>
Units Listed	<b>34</b>	<b>16</b>	<b>112 %</b>	<b>325</b>	<b>303</b>	<b>7 %</b>
Units Sold	<b>13</b>	<b>13</b>	<b>0 %</b>	<b>193</b>	<b>213</b>	<b>9- %</b>
Sale Success Ratio	<b>43 %</b>	<b>68 %</b>		<b>63 %</b>	<b>67 %</b>	
% Sales to Listings	<b>38 %</b>	<b>81 %</b>		<b>59 %</b>	<b>70 %</b>	
Avg Price/Unit	<b>1,323,915</b>	<b>1,019,061</b>	<b>29 %</b>	<b>1,323,296</b>	<b>1,146,053</b>	<b>15 %</b>
Active Listings	<b>66</b>	<b>42</b>	<b>57 %</b>			

## DET/ATT/APT SUB-TOTALS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>172,750,700</b>	<b>100,454,800</b>	<b>71 %</b>	<b>2,115,503,878</b>	<b>3,323,444,296</b>	<b>36- %</b>
Units Listed	<b>166</b>	<b>107</b>	<b>55 %</b>	<b>2,178</b>	<b>2,253</b>	<b>3- %</b>
Units Sold	<b>57</b>	<b>43</b>	<b>32 %</b>	<b>738</b>	<b>1,085</b>	<b>31- %</b>
Sale Success Ratio	<b>29 %</b>	<b>26 %</b>		<b>38 %</b>	<b>50 %</b>	
% Sales to Listings	<b>34 %</b>	<b>40 %</b>		<b>33 %</b>	<b>48 %</b>	
Avg Price/Unit	<b>3,030,714</b>	<b>2,336,158</b>	<b>29 %</b>	<b>2,866,536</b>	<b>3,063,082</b>	<b>6- %</b>
Active Listings	<b>602</b>	<b>449</b>	<b>34 %</b>			

## MULTI FAMILY REVENUE



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## AREA: West Vancouver

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	0	0	0 %
Units Listed	0	0	0 %	1	1	0 %
Units Sold	0	0	0 %	0	0	0 %
Sale Success Ratio	0 %	0 %		0 %	0 %	
% Sales to Listings	0 %	0 %		0 %	0 %	
Avg Price/Unit	0	0	0 %	0	0	0 %
Active Listings	0	0	0 %			

## LAND ONLY

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	730,000	100- %	25,989,905	20,662,000	25 %
Units Listed	5	3	66 %	43	35	22 %
Units Sold	0	1	100- %	9	14	35- %
Sale Success Ratio	0 %	33 %		28 %	35 %	
% Sales to Listings	0 %	33 %		20 %	40 %	
Avg Price/Unit	0	730,000	100- %	2,887,767	1,475,857	95 %
Active Listings	24	13	84 %			

## RES SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	172,750,700	101,184,800	70 %	2,141,493,783	3,344,106,296	35- %
Units Listed	171	110	55 %	2,222	2,289	2- %
Units Sold	57	44	29 %	747	1,099	32- %
Sale Success Ratio	28 %	26 %		38 %	50 %	
% Sales to Listings	33 %	40 %		33 %	48 %	
Avg Price/Unit	3,030,714	2,299,654	31 %	2,866,792	3,042,862	5- %
Active Listings	626	462	35 %			

## TOTAL

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	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	172,750,700	101,184,800	70 %	2,141,493,783	3,344,106,296	35- %
Units Listed	171	110	55 %	2,222	2,289	2- %
Units Sold	57	44	29 %	747	1,099	32- %
Sale Success Ratio	28 %	26 %		38 %	50 %	
% Sales to Listings	33 %	40 %		33 %	48 %	
Avg Price/Unit	3,030,714	2,299,654	31 %	2,866,792	3,042,862	5- %
Active Listings	626	462	35 %			